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FM AMEMBASSY SANTIAGO
TO RUEHC/SECSTATE WASHDC IMMEDIATE 3836
INFO RUEHBD/AMEMBASSY BANDAR SERI BEGAWAN PRIORITY 0017
RUEHBJ/AMEMBASSY BEIJING PRIORITY 0260
RUEHBO/AMEMBASSY BOGOTA PRIORITY 2130
RUEHBR/AMEMBASSY BRASILIA PRIORITY 0469
RUEHCV/AMEMBASSY CARACAS PRIORITY 1805
RUEHGT/AMEMBASSY GUATEMALA PRIORITY 0348
RUEHPE/AMEMBASSY LIMA PRIORITY 5739
RUEHMU/AMEMBASSY MANAGUA PRIORITY 0134
RUEHME/AMEMBASSY MEXICO PRIORITY 1255
RUEHOT/AMEMBASSY OTTAWA PRIORITY 0557
RUEHZP/AMEMBASSY PANAMA PRIORITY 0335
RUEHSJ/AMEMBASSY SAN JOSE PRIORITY 0897
RUEHSN/AMEMBASSY SAN SALVADOR PRIORITY 0289
RUEHDG/AMEMBASSY SANTO DOMINGO PRIORITY 0203
RUEHGF/AMEMBASSY SINGAPORE PRIORITY 0101
RUEHTG/AMEMBASSY TEGUCIGALPA PRIORITY 0163
RUEHWL/AMEMBASSY WELLINGTON PRIORITY 0069
RUCNDT/USMISSION USUN NEW YORK PRIORITY 0401
RUCPDO/DEPT OF COMMERCE WASHDC PRIORITY
RUEATRS/DEPT OF TREASURY WASHDC PRIORITY

C O N F I D E N T I A L SANTIAGO 000938

SIPDIS

STATE PLEASE PASS TO USTR KDUCKWORTH
STATE FOR WHA/BSC, EEB/TPP/BTA/EWH, EAP/EP, AND WHA/EPSC
TREASURY FOR SSENICH
COMMERCE FOR KMANN

E.O. 12958: DECL: 10/20/2018
TAGS: [ECON](#) [ENRG](#) [ETRD](#) [OVIP](#) [UNGA](#) [EFTA](#) [CI](#)

SUBJECT: A/S SULLIVAN AND PDAS KELLY LUNCH WITH CHILEAN BUSINESS LEADERS ON NEW TRADE INITIATIVE (PATHWAYS)

Classified By: Ambassador Paul E. Simons. Reason 1.4 (b) and (d).

[1](#)1. (C) Summary. A/S Sullivan and PDAS Kelly met with Chilean business leaders August 22 to brief them on U.S. economic engagement in the We
U.S. Focused on Economic Engagement and a New Initiative

[1](#)2. (U) Ambassador Simons hosted a lunch in honor of EEB A/S Sullivan and WHA PDAS Kelly with business leaders in Chile on August 22. Other U.

[1](#)3. (C) A/S Sullivan opened the lunch by citing the recent period of achievement in promoting and negotiating Free Trade Agreements (FTA,s) ir

[1](#)4. (C) Alicia Barcena, Executive Secretary ECLAC, asked how the USG planned to highlight the importance of trade as a tool for development wi

P-4: U.S. Exploring Investment and Service Chapters

[1](#)5. (SBU) A/S Sullivan opened the lunch to further questions. Hernan Somerville, President of the Association of Banks and Financial Institutic
U.S. - Brazil: Economic Engagement But No Free Trade

[1](#)6. (SBU) Osvaldo Rosales, ECLAC Director of the International Trade and Integration Division, inquired about the prospect of free trade with
Update on Colombia and Panama FTA,s

[1](#)7. (SBU) Eliodoro Matte, Chairman of the Center for Public Studies, asked for an update on the Colombia and Panama FTA,s pending before the U.
Venezuela: Self-Selecting Out of Economic Engagement

[1](#)8. (SBU) Hernan Somerville asked about the economic importance of Venezuela in the hemisphere. A/S Sullivan emphasized that despite provocat
Energy: Global Picture and Chile,s Problems

[1](#)9. (SBU) Bruno Philippi, President of SOFOFA, asked for an update on the impact of soaring energy costs around the world. A/S Sullivan believ

[1](#)10. (SBU) Philippi opined that he did not see any real results coming from U.S. efforts. A/S Sullivan respectfully disagreed, noting there w

[1](#)11. (SBU) Eliodoro Matte noted Chile was in a bind over whether to choose coal or hydro-power as the best way to diversify. He asked what th
Biofuels Forcing Up Food Prices?

[1](#)12. (SBU) Osvaldo Rosales asked for U.S. thinking on biofuels, effect on food prices in the global economy. A/S Sullivan replied that the c

[1](#)13. (SBU) Alicia Barcena noted Brazil was calling for an international summit on biofuels in November. She thought it was a great opportunit
U.S.-Chile Economic Engagement: A Positive Example

[1](#)14. (SBU) MatteoBudinich, President of AMCHAM, noted the U.S. and Chile had a strong economic partnership thanks to their FTA, but wondered
China,s Role in the Global Economy

[1](#)15. (SBU) E/Pol Counselor noted China,s economy was growing at between 8-9% per year and asked A/S Sullivan for his view of China,s role in th

[1](#)16. (C) A/S Sullivan inquired about the Chilean experience with Chinese companies. He noted U.S. companies brought good corporate practices w

[1](#)17. (SBU) A/S Sullivan said that he traveled to China frequently and encouraged Chinese investment abroad. Somerville noted that with new Sove

[1](#)18. (U) This cable has been cleared by A/S Sullivan and PDAS Kelly.

SIMONS